

## Message Text

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47

ACTION AF-05

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FM AMCONSUL DOUALA

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC PRIORITY 0738

AMEMBASSY YAOUNDE

UNCLAS DOUALA 0177

E.O. 11652: N/A

TAGS: BEXP, CM

SUBJ: MAJOR PROJECT: VISIT OF GILBERT LONGUE

REF: DOUALA 176

FOR OIM, PASS CMM OCWIEJA AND OPS LEON

PASS OPIC FOR MCCALLUM

PASS EXIMBANK

1. PR. GILBERT LONGUE (PRONOUNCED LAWN-GAY) OF G. LONGUE S.A. (WTDR UNDER PREPARATION) LEAVING DOUALA JULY FIVE VIA PRAGUE TO PRICE LUMBER PREPARATION EQUIPMENT. LONGUE CURRENTLY HAS CUTTING LICENSE FOR FIFTY-FOUR THOUSAND HECTARES IN LOUM AND KUMBA, LOOKING FOR ANOTHER SIXTEEN THOUSAND HECTARES FOR TOTAL OF SEVENTY THOUSAND.

2. LONGUE SEES VENTURE AS COMPLETE OPERATION, FROM TIMBER FELLING, TRANSPORT (FRONT END LOADERS WITH CLAWS, TRACTOR-TRAILERS, CABLES, ETC) TO FINISH SAWING, FUMIGATION AND KILN DRYING OF LOGS UP TO 55 INCHES DIAMETER, INCLUDING EVENTUAL PLYWOOD, MASONITE AND CHIPBOARD PRODUCTION. LONGUE ISN IS INTERESTED IN FINDING EQUIPMENT FOR ENTIRE PROCESS. HE ESTIMATES SAW MILL EQUIPMENT ALONE AT DOLS 1.2 MILLION.

3. LONGUE ALSO HAS MEDICINAL PLANTS DIVISION WHICH CAPABLE  
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PRODUCING ANNUALLY 80 TONS YOLTIMBE, 8 TONS STROPHAUTUS,

10 TONS VOACHUGA AFRICANA AND 5 TONS COROPHEUM GRIT. HE CURRENTLY MARKETS PRODUCTS THROUGH JOHN KELLYS IN UK AND US BUT IS INTERESTED IN ADDITIONAL OUTLETS (ED NOMO OF CAMEROONIAN EMBASSY MIGHT ASSIST). HOWEVER, HE LOOKING FOR UP TO DOLS 200,000 IN REFRIGERATION, TREATMENT AND STORAGE EQUIPMENT FOR THESE PRODUCTS.

4. LONGUE ARRIVES NEW YORK JULY 9TH POINT OF CONTACT IS FRANK BLAKAITIS, V.P. J.H. MONREATH CO. 2500 PARKE AVE. (TEL. 212 292-9333). NEW YORK AND PHILADELPHIA PROGRAMS UNDER CONTROL OF MONREATH BUT ON 14TH, LONGUE COMING TO WASHINGTON AND PREPARED SPEND ADDITIONAL TWO WEEKS VISITING POTENTIAL SOURCES OF SUPPLY. HE INTENDS VISIT GEORGE LAMB (REFTEL) OF ENTERPRISES INTERNATIONAL, HOQUIAM, WASHINGTON WHO HAS INTERESTED LONGUE IN CHIP AND PULP PRODUCTION FOR EXPORT AS MEDIUM TERM (FIVE YEAR) PROJECT. LONGUE ALSO HOPES PROCESS CHIPS FOR LOCAL MARKET.

5. COMMENT: LONGUE INTERESTED IN ESTABLISHING SAW MILL ASAP. SITE NEAR LOUM IN 11,000 HECTARE CONCESSION ALREADY BEING CLEARED. IN VIEW GURC EMPHASIS AND ENCOURAGEMENT SUCH FOREIGN EXCHANGE EARNING PROJECT AND LARGE POTENTIAL SALES U.S. PRODUCTS (YAOUNDE A-52 OF JUNE 10) POST RECOMMENDS TO EXTENT POSSIBLE USDOC ASSIST LONGUE: WE HAVE TAKEN LIBERTY GIVING HIM NAMES OCWIEJA AND MCCALLUM. RECOMMEND INTERPRETER BE MADE AVAILABLE, AS HIS ENGLISH NOT ENTIRELY SUITABLE BUSINESS DISCUSSIONS. HOPE USDOC CAN ASSIST LONGUE IN ESTABLISHING CONTACT WITH FIRMS MAKING CUTTING, SAWING, DRYING, VENEER SLICING EQUIPMENT, AS WELL AS BANKS WHICH MIGHT BE INTERESTED IN FINANCING, INCLUDING EXIM AND OPIC. WILL CABLE PRELIMINARY WTDR ASAP.  
MITHOEFER

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